



JENNIFER M. GRANHOLM
GOVERNOR

STATE OF MICHIGAN
DEPARTMENT OF TRANSPORTATION
LANSING

KIRK T. STEUDLE
DIRECTOR

September 30, 2008

The Honorable Bill Hardiman, Chair
Senate Appropriations Subcommittee
on Transportation
Michigan State Senate
P.O. Box 30036
Lansing, Michigan 48909

The Honorable Lee Gonzales Chair,
House Appropriations Subcommittee
on Transportation
Michigan House of Representatives
P.O. Box 30014
Lansing, Michigan 48909

Dear Senator Hardiman and Representative Gonzales:

Public Act 129 of 2007, Section 334 states:

The department shall continue its program to increase the use of women- and minority-owned businesses in state and local road construction projects. This program shall comprise, at a minimum, outreach and education efforts to inform women- and minority-owned firms of department competitive bidding processes and requirements, and an assessment of the availability of surety for women- and minority-owned businesses. The department shall report by September 30, 2008, to the house and senate appropriations subcommittees on transportation and the house and senate fiscal agencies of its progress in complying with this section.

The Michigan Department of Transportation's (MDOT's) Office of Business Development (OBD) is committed to increasing the participation of minority and women-owned businesses on transportation projects.

MDOT's OBD outreach activities statewide for Fiscal Year 2008 included involvement with "Buy Michigan First" presentations. MDOT's presentations are specifically designed to increase awareness of how to contract with MDOT. MDOT partnered with the Michigan Department of Management and Budget, Civil Rights, Agriculture, Information Technology, Economic Development Corporation, The Procurement Technical Assistance Centers of Michigan, Inc., Department of Labor and Growth, Department of Corrections and the Michigan Small Business Technology Development Center. These sessions assisted in increasing the base of Michigan vendors and raised awareness of MDOT's Disadvantaged Business Enterprise (DBE) Program. The sessions also allowed for interaction with hundreds of business owners and potential DBE's. During 2008, MDOT staff attended outreach events sponsored by:

- American Council of Engineering Companies, Michigan
- Blue Book General Contractors Showcase
- Booker T. Washington Association
- Business Expos for Small Businesses
- Center for Empowerment & Economic Development

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- Construction Association of Michigan
- Construction Association Program
- Detroit Regional Chamber
- Governor's Office of Community and Faith-Based Initiatives
- International Detroit Black Expo
- Job Fairs
- MDOT/ACEC Partnering Conference
- Michigan Association for Female Entrepreneurs
- Michigan Infrastructure & Transportation Association
- Michigan Minority Business Development Council
- Michigan Women's Business Council
- National Association for the Advancement of Colored People
- Oakland County Bid and Breakfast
- Procurement Technical Assistance Center of Michigan events
- Southfield Veterans Forum
- The Procurement Technical Assistance Centers of Michigan, Inc.
- Women in Transportation Seminar
- Various roundtables

Throughout the year, 186 business owners submitted new applications or requests to continue their current certifications. The OBD staff performed 99 annual reviews to determine continued eligibility. Hundreds of calls and faxes requesting certification applications were handled over the last twelve months. Thousands of calls are taken annually concerning various program requirements, processes, and services. Many of these callers use our toll-free telephone number. The OBD provided several opportunities for interested business owners to become certified as a Disadvantaged Business Enterprise. Our recruitment efforts included certification and prequalification workshops in Metro Detroit and Gaylord. Information forums were held in Flint and Grand Rapids. These recruitment efforts provided information about MDOT's competitive bidding process, the DBE certification process, and MDOT's prequalification process. As a result, many firms have become certified. Once certified, they are better able to compete for MDOT contracts.

In March of 2008, MDOT held its 28th Annual DBE Conference in Pontiac, Michigan. Over 350 business owners, partners, and stakeholders attended during the two-day conference. Some of the workshops offered were:

- How to prepare a successful bid
- National and state trucking rules and regulations
- Understanding construction wage rate requirements
- Business contract management
- MDOT's service prequalification process
- Creating a business Website
- State and federal contracting opportunities

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Several speakers with a multitude of experience gave presentations during the conference. Examples include:

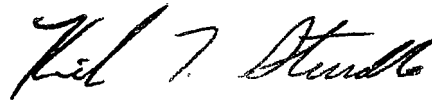
- Jennifer M. Granholm, Governor, State of Michigan
- Kirk Steudle, MDOT Director
- Jacqueline G. Shinn, Chief Deputy Director of MDOT
- Dave Bing, Founder of The Bing Group
- James Epolito, President and CEO of the Michigan Economic Development Fund
- Sarah Bates, President and Chief Executive Officer of New Technology Steel

The OBD held several meetings in six MDOT regions. These meetings were designed to answer questions about the DBE Program, review federal guidelines, and discuss upcoming region contracts. These sessions were not only educational, but allowed DBE firms and prime contractors to discuss working together on these upcoming projects.

Training sessions were held throughout the year to help strengthen DBE bidding capacity. The sessions included training on: Wage and labor rates, bonding, credit management, bid proposal preparation, QuickBooks software, business plan development, and business marketing. Additionally, three orientation sessions were held for newly certified firms.

As a result of these meetings, workshops, outreach events, and partnering efforts, MDOT has provided numerous benefits to DBE firms. If you have any questions about this program, please contact either me, Terrence Hicks, DBE Program Director or Patricia A. Collins, DBE Program Administrator, at 517-373-2377.

Sincerely,



Kirk T. Steudle
Director

Cc: V. Blaxton
Exec Files
P. Collins
J. Shinn
T. Hicks